



Filters

Region	All
Market	All
Division	All
Customer	All

P&L  
By Year Report

(All Values are in USD)

(2021 vs 2020 isn't part of Pivot Table)

Matrics	2019	2020	2021	2021 vs 2020
Net_Sales	87.48 M	196.69 M	598.88 M	304.5%
COGS	51.24 M	123.37 M	380.71 M	308.6%
Gross Margin	36.24 M	73.32 M	218.16 M	297.6%
% GM	41.4%	37.3%	36.4%	97.7%

## Filters

Region	All
Market	All
Customer	All
Division	All
Fiscal Year	2021

## P&L by Month Report - 2021

(All Values are in USD)

Matrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Total
Net_Sales	44.82 M	54.59 M	74.34 M	78.06 M	44.79 M	41.82 M	43.95 M	43.54 M	44.40 M	41.47 M	44.05 M	43.05 M	598.88 M
COGS	28.39 M	34.65 M	47.36 M	49.76 M	28.36 M	26.54 M	27.97 M	27.72 M	28.13 M	26.35 M	28.03 M	27.44 M	380.71 M
Gross Margin	16.43 M	19.94 M	26.98 M	28.30 M	16.43 M	15.28 M	15.98 M	15.82 M	16.27 M	15.11 M	16.02 M	15.61 M	218.16 M
% GM	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

## Filters

Region	All
Market	All
Customer	All
Division	All
Fiscal Year	2020

## P&L by Month Report - 2020

(All Values are in USD)

Matrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Total
Net_Sales	17.10 M	20.63 M	28.69 M	29.90 M	17.13 M	15.93 M	2.11 M	7.76 M	9.93 M	14.88 M	16.08 M	16.54 M	196.69 M
COGS	10.64 M	12.83 M	18.07 M	18.89 M	10.67 M	9.92 M	1.34 M	4.83 M	6.21 M	9.34 M	10.18 M	10.45 M	123.37 M
Gross Margin	6.46 M	7.79 M	10.63 M	11.01 M	6.47 M	6.01 M	0.77 M	2.93 M	3.72 M	5.55 M	5.90 M	6.08 M	73.32 M
% GM	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%



## Filters

Region	All
Market	All
Customer	All
Division	All
Fiscal Year	2019

## P&L by Month Report - 2019

(All Values are in USD)

Matrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Total
Net_Sales	6.46 M	8.04 M	10.74 M	11.44 M	6.52 M	6.08 M	6.41 M	6.32 M	6.49 M	6.18 M	6.48 M	6.31 M	87.48 M
COGS	3.82 M	4.66 M	6.28 M	6.70 M	3.86 M	3.53 M	3.75 M	3.71 M	3.84 M	3.59 M	3.79 M	3.70 M	51.24 M
Gross Margin	2.64 M	3.37 M	4.45 M	4.73 M	2.67 M	2.55 M	2.66 M	2.62 M	2.65 M	2.60 M	2.69 M	2.61 M	36.24 M
% GM	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

## Net Sales Growth

2021 vs 2020	262.1%	264.7%	259.1%	261.0%	261.4%	262.5%	2081.6%	561.2%	447.0%	278.6%	273.9%	260.3%	304.5%
2020 vs 2019	264.6%	256.6%	267.3%	261.5%	262.8%	262.0%	32.9%	122.7%	153.1%	240.7%	248.0%	262.0%	224.8%

## Filters

Region	All
Market	All
Customer	All
Division	All
Fiscal Year	2021

P&L by Quarter  
Report - 2021

(All Values are in USD)

	Q1	Q2	Q3	Q4
<b>Matrics</b>				
Net_Sales	173.75 M	164.67 M	131.89 M	128.56 M
COGS	110.41 M	104.66 M	83.82 M	81.82 M
Gross Margin	63.34 M	60.01 M	48.07 M	46.74 M
% GM	36.5%	36.4%	36.4%	36.4%

## Filters

Region	All
Market	All
Customer	All
Division	All
Fiscal Year	2020

P&L by Quarter  
Report - 2020

(All Values are in USD)

	Q1	Q2	Q3	Q4
<b>Matrics</b>				
Net_Sales	66.42 M	62.97 M	19.80 M	47.50 M
COGS	41.54 M	39.48 M	12.38 M	29.97 M
Gross Margin	24.88 M	23.49 M	7.42 M	17.53 M
% GM	37.5%	37.3%	37.5%	36.9%



## Filters

Region	All
Market	All
Customer	All
Division	All
Fiscal Year	2019

## P&L by Quarter Report - 2019

*(All Values are in USD)*

	Q1	Q2	Q3	Q4
Matrics				
Net_Sales	25.24 M	24.04 M	19.22 M	18.98 M
COGS	14.77 M	14.09 M	11.30 M	11.08 M
Gross Margin	10.47 M	9.95 M	7.92 M	7.90 M
% GM	41.5%	41.4%	41.2%	41.6%

Region	All
Division	All
Customer	All
Fiscal Year	All

## P&L Market-wise Report

(All Values are in USD)

Market	Net_Sales	COGS	Gross Margin	% GM
Australia	35.57 M	22.10 M	13.47 M	37.9%
Austria	2.96 M	2.07 M	0.89 M	30.0%
Bangladesh	9.69 M	6.26 M	3.43 M	35.4%
Canada	51.99 M	31.51 M	20.48 M	39.4%
China	29.74 M	17.60 M	12.14 M	40.8%
France	37.45 M	21.23 M	16.22 M	43.3%
Germany	19.26 M	13.50 M	5.76 M	29.9%
India	241.85 M	161.16 M	80.69 M	33.4%
Indonesia	27.15 M	16.35 M	10.80 M	39.8%
Italy	19.09 M	12.86 M	6.23 M	32.6%
Japan	9.80 M	5.42 M	4.38 M	44.7%
Netherlands	11.57 M	6.52 M	5.04 M	43.6%
Newzealand	13.39 M	7.37 M	6.02 M	45.0%
Norway	16.16 M	11.19 M	4.97 M	30.7%
Pakistan	10.98 M	6.67 M	4.30 M	39.2%
Philippines	50.92 M	30.16 M	20.76 M	40.8%
Poland	8.39 M	4.91 M	3.48 M	41.5%
Portugal	16.16 M	9.59 M	6.57 M	40.7%
South Korea	79.05 M	50.22 M	28.83 M	36.5%
Spain	14.39 M	9.54 M	4.85 M	33.7%
Sweden	2.05 M	1.22 M	0.83 M	40.6%
United Kingdom	44.23 M	25.34 M	18.89 M	42.7%
USA	131.23 M	82.54 M	48.69 M	37.1%
<b>Grand Total</b>	<b>883.05 M</b>	<b>555.32 M</b>	<b>327.72 M</b>	<b>37.1%</b>



Region	All
Market	All
Customer	All
Division	All
Fiscal Year	All

**% GM of Sub Zones  
in Quarters**  
*(All Values are in USD)*

% GM					
Sub Zone	Q1	Q2	Q3	Q4	Grand Total
ANZ	40.6%	39.7%	39.3%	39.4%	39.8%
India	33.5%	33.2%	33.4%	33.3%	33.4%
NA	37.7%	38.0%	37.5%	37.8%	37.8%
NE	37.8%	38.4%	38.2%	38.1%	38.1%
ROA	39.1%	39.0%	38.9%	38.7%	38.9%
SE	39.1%	38.5%	39.1%	38.8%	38.9%